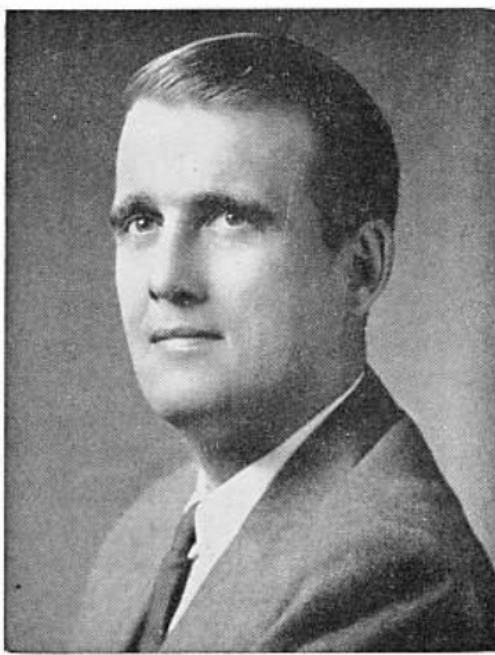


MONEY MAKING FACTS



Every man desires security and works hard to win financial independence for himself and his family. There are many who would like to get into a business of their own, if they knew what kind of a business to select and how to start. The facts and practical ideas presented in this book have been gathered through years of experience in dealing with men operating repair shops. Many of them add to regular salary or wages by spare time work. Others who started in as a sideline have developed into profitable full-time repair shops. It is my hope that this book will help you make extra money, or realize your ambition to have a business of your own.

Walter M. Ringer, Jr.

WALTER M. RINGER, Jr.

President.

FOLEY MANUFACTURING CO.

OPPORTUNITIES IN A GENERAL REPAIR SHOP

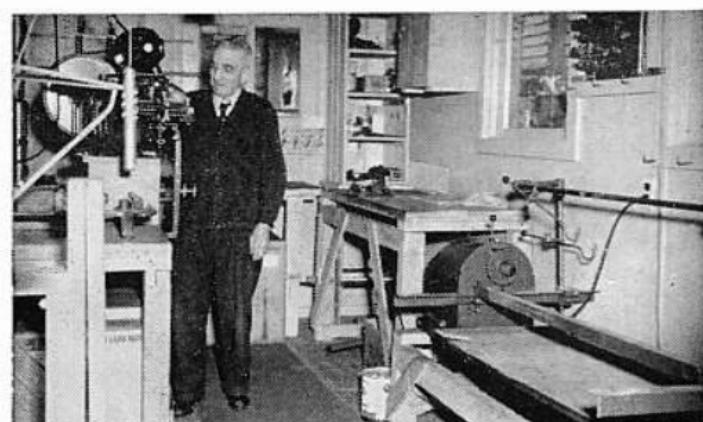
With only a modest investment you can start a general repair shop. All you need is a work bench, hand tools, and a few small machines. You can start in the basement of your own home or in the family garage. Or, you can rent a small store on a side street at a very moderate rental; a repair shop doesn't have to be located on a main street.

The advantage of the repair shop business is that you can start in spare time. It takes time to build up any business. You can continue your regular job until the spare time business grows to the point where you are assured of an income large enough to pay your living expenses. You will probably have about 100 regular customers in a spare time business before you give it your full time. With 100 customers recommending your work to their friends your business will grow rapidly.

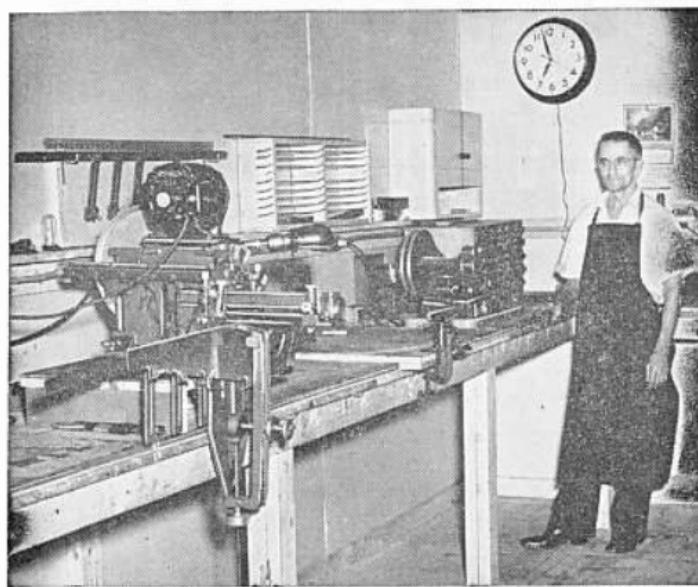
There is no investment in merchandise in the general repair business; your money isn't tied up in slow-moving merchandise. The only investment is for supplies, such as files, emery wheels, key blanks, and other accessories, dependent upon the type of repair work you do in your shop.

A Year-round Business

The repair shop business is not seasonal; it is a year-round proposition. There are more hand saws to sharpen from carpenters and home owners during the summer months, because building and repairing are done at that time of the year. On the other hand, farmers are too busy in the field during the Summer, and do their repair work in the Winter, which is their off-season. Sash and door factories, furniture factories, etc., operate the year



Percy Duncan, in his repair shop located in his home. His only overhead is about \$2.00 a month extra electric bill.



A saw repair shop requires little space. The equipment can be mounted on an ordinary bench about three feet wide, placed in a corner or built along one wall.

around. Newspapers and printers use lead-cutting saws which are filed all seasons of the year.

The hours of a general repair business are pleasant. There is no reason for keeping open evenings after five or six o'clock or working Sundays.

A general repair business is less affected by periods of depression and unemployment than most businesses. When times are good and money is plentiful people have their lawn mowers sharpened more frequently; carpenters are so busy that even those who know how to file their own saws will have them filed outside. On the other hand, when times are hard people have their tools repaired to save money, rather than buy new tools.

No Age Limit

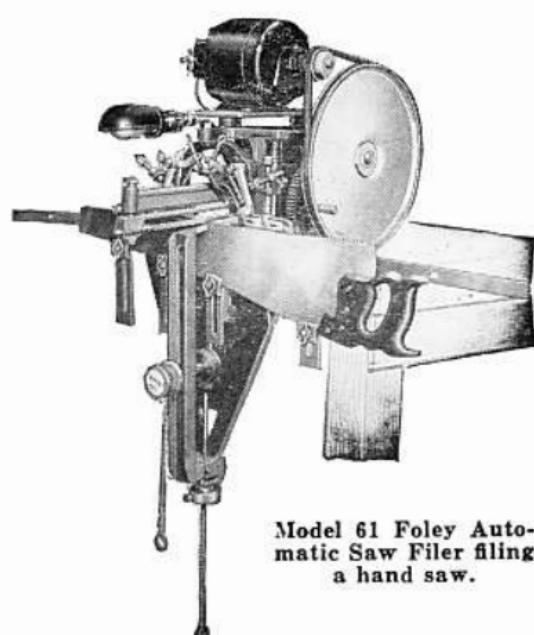
There is no age limit for the man who goes into a general repair business. As time goes on, he develops a group of satisfied customers who look to him for their repair work. He is assured of an income as long as he wishes to continue in business. 80% to 90% of what he takes in is net profit. His only expense is for rent, electricity, files, emery wheels, etc. Very few repair shops have an overhead of more than \$2.00 a day. If a man takes in only \$10.00 a day, \$8.00 is profit. General repair shops that take in \$10.00 a day make more profit than a grocery store that takes in \$100.00 to \$150.00 a day. The average profit of a retail grocery store is only 15% to 20%, and the overhead expense is several times higher than that of a repair shop. The grocer has delivery expense and a larger investment in merchandise and fixtures; the repair shop business is strictly cash.

Work Soon Comes to You

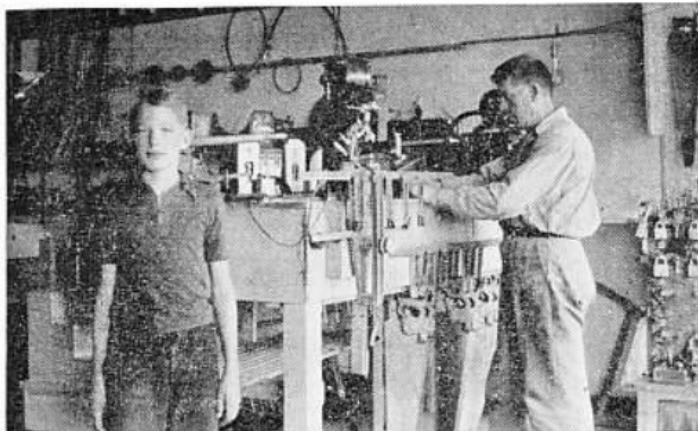
A man in a general repair shop does not have to spend his time selling customers, because customers bring their tools to him to be repaired. As soon as people find out his prices are reasonable and that he does quality repair work, that is all the selling he has to do. The general repair business is a good steady repeat business. The same customers come back with the same things to be sharpened over and over again. When a man brings in a saw to be sharpened and is given a quality job on the Foley Automatic Saw Filer, he is going to be back to have it resharpened when that saw is dull again. The same is true of lawn mower sharpening with the Foley Electrakeen Lawn Mower Sharpener, knife grinding, tool grinding, etc.

A general repair shop can be operated successfully in a large city or in a small village. The only difference is that in a large city a shop can specialize in one type of work, such as saw filing. In a small village a shop has to offer saw filing, lawn mower sharpening, key making, and other kinds of work, depending upon the operator's previous mechanical experience.

The general repair business has good possibilities; it can be developed to the point where a man has several men working for him. There are numerous repair shops in larger cities that employ five or six men. A man in the State of Oregon who operates a repair shop in a town of 12,000 has three men working for him. He repairs almost anything that comes into his shop.



Model 61 Foley Automatic Saw Filer filing a hand saw.



Foley Filer may be set at a convenient height to operate in a standing position if desired. The owner's son is proud of his Dad's shop.

To amplify the foregoing statements, let's discuss the general repair shop business in three different sized communities. First, we will analyze the business in a city of over 25,000 population; second, in a city of 5,000 to 25,000, or in the residential district in a large city; third, in a town under 5,000 population.

TOWNS OVER 25,000 POPULATION

If you are located in a city of 25,000 population or over, you can specialize in saw sharpening because you have enough work right in your own community to keep busy sharpening saws.

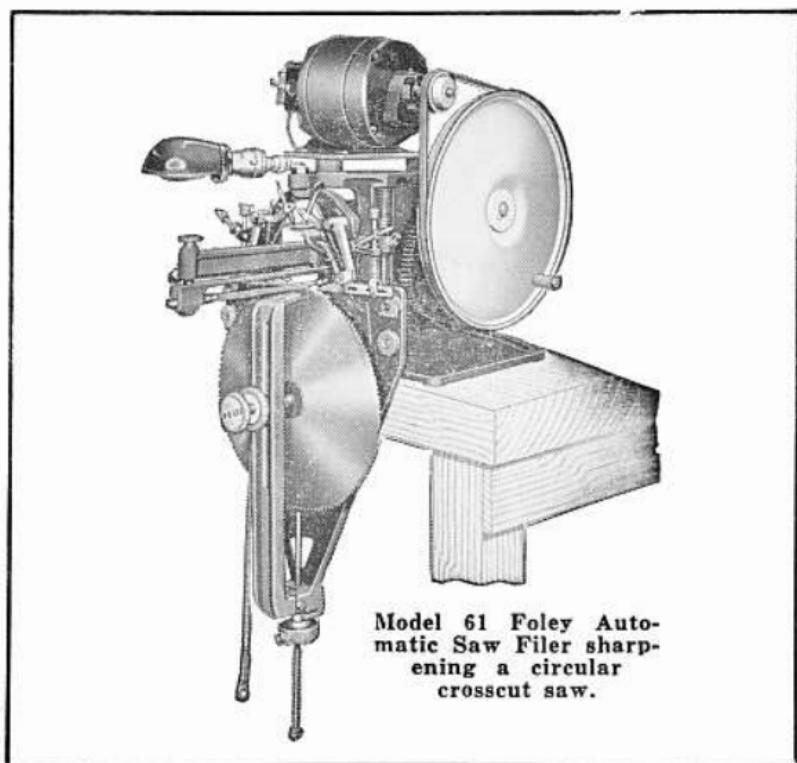
Practically every factory has some saws that have to be sharpened. Of course, the best prospects are the furniture factories, the sash and door factories, and the lumber yards. But every factory has to ship its merchandise and there are generally several saws in each shipping department that have to be sharpened regularly. Many factories use band and circular saws, and the sharpening of such saws is particularly profitable.

All newspapers and most printers use circular lead-cutting saws to trim printing plates and electro-types. Sharpening such saws is most profitable. It is work that cannot be done by hand. It must be done by the Foley Saw Filer because every tooth has to be exactly the same height, size and shape. If there is no general repair shop in town equipped with a saw filing machine, newspapers and printers must send their saws out of town. Naturally, they prefer to have their work done locally because it is more convenient.

Building contractors are a good source of work. They want their carpenters to have fast, smooth-cutting saws, because a carpenter can do more work with good tools. In most cities the Carpenters' Union rule is that saws, dulled on the contractor's job, must be sharpened at the contractor's expense or on his time. You can get work regularly from many contractors as soon as they realize you give them perfectly sharpened saws that cut smooth and fast, at a reasonable price. It is cheaper for the contractor to pay you to do the work than to have a carpenter sharpen his saw by hand on an improvised saw vise.

Manual training departments of most grade schools and all high schools and colleges have saws that have to be reconditioned. Most of this work is done during July and August when the schools are closed for the summer. As a rule, a school will have every saw sharpened during the vacation season. If a school is equipped with band and circular saws in its manual training department you will be receiving those saws every month or two for reconditioning.

Practically every home owner has one or two saws that he uses around the house to do odd jobs. In the course of a year a man might have to repair a fence or a garage door, or put up a few shelves in the basement. Such saws are not sharpened regularly, probably once a year or maybe once every two years, but it does amount to considerable volume in a repair shop.



Model 61 Foley Automatic Saw Filer sharpening a circular crosscut saw.

Farmers use saws, too, for they are forced to do minor repairs around the farm every few weeks. Few farmers, however, can sharpen their own saws. You will draw a good volume of saw sharpening from the farmers.

How You Can Get Saw Filing Business

It is comparatively easy to get this business. A one inch ad in the Classified Section of the telephone directory will bring in some of this business.

We also recommend running regularly in your newspaper small classified ads of two or three lines. A small ad isn't expensive. Usually you can get a contract rate if the ad runs every day. For the first three to six months, use the classified columns daily. After that a classified ad in the Sunday issue is all you will need.

An inexpensive way to secure business from furniture factories, sash and door factories, etc., is to sharpen a sample hand saw, band saw, and circular saw. Take them to the plant superintendent and show him the class of work you are turning out. Very likely he will give you a few saws to sharpen as a test. When he sees the superior work you do, you will get all his saw business.

Demonstrate to Carpenters

To demonstrate to carpenters the type of work you can do, buy about a half dozen used saws and put them in A-1 cutting condition. Jump into your car and if you see a building under construction stop and show the saws to the carpenters. No sales talk is necessary other than to tell the carpenters you are in the saw repair business. Give them your card and tell them you are equipped with the latest type of machinery to automatically sharpen their saws. Let them look at your workmanship, then tell them to use one of your saws to determine its cutting quality. The carpenters will probably tell you they will bring some saws to your shop on Friday afternoon, because they can't spare them right then. Tell them you will lend them your demonstration saws while you sharpen their saws. Take the saws with you, recondition them, and bring them back to the job the next day. It isn't necessary to canvass regularly for work from carpenters, but this is a good plan to get acquainted with a large number of carpenters in a short period of time. You won't have to do any personal soliciting after the first two or three months. If one-quarter



Mr. and Mrs. Joseph Petric enjoy working together in their family saw sharpening business. Many husbands and wives have combined their efforts to make an even greater profit in saw repair work.

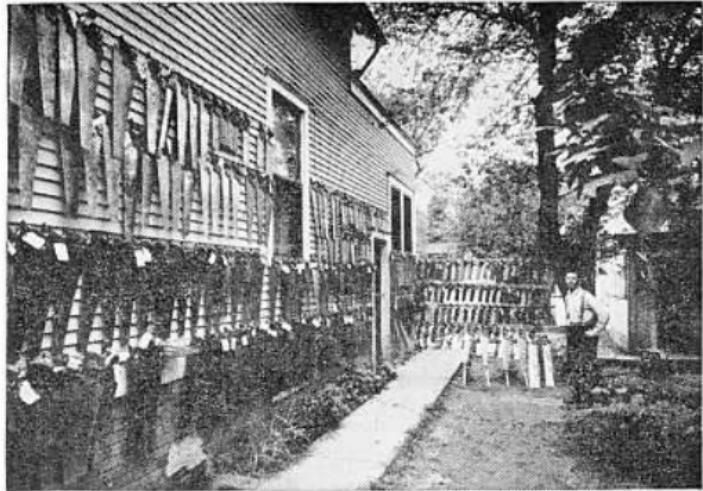
of the carpenters in your locality are solicited by you and are acquainted with your workmanship, the other three-quarters will hear about your work from them. You will be surprised at the number of new faces that you will see coming into your shop every week.

Newspapers and Printers

To secure work from the printers and newspapers just ask for one of their circular metal-cutting saws to recondition. Tell them it won't cost them a cent—that you just want to show them your workmanship. After they test the cutting qualities of the sample saw, they will send three or four more saws to your shop. From then on you can count on their business. Most printers and newspapers send their saw sharpening out of town to concerns that specialize in this work. But when you have the Foley Automatic Saw Filer you can handle the circular lead-cutting saws on the same machine that files hand, band, and circular saws.

Business from Hardware Stores

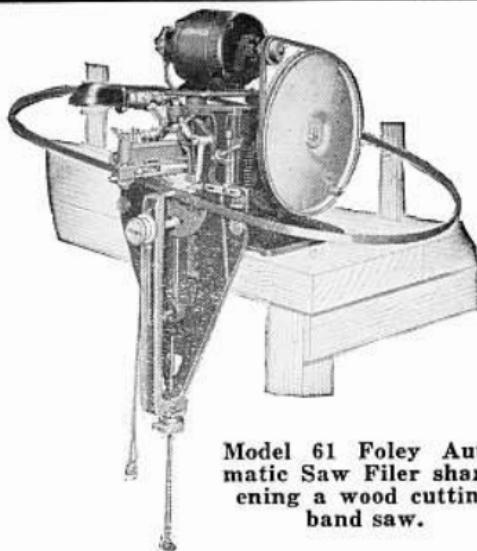
Few hardware stores have repair departments, and their customers ask them regularly where they can have a saw sharpened. Furnish the hardware dealers with a sign to put in their windows, and another sign to put up in the store. Arrange with them to take in saws for you on a commission basis. The usual handling commission to the hardware dealer is 20%. Another method is to take an old saw that is in bad shape. Recondition half of the saw and leave the other half in its original condition. Paint on the blade "Before" and "After." When anyone asks about saw filing the hardware dealer has a sample saw to show the quality of your workmanship.



To get a good picture of the saws he sharpened for schools, M. S. Gray hung them on the side of his home for this photograph. Usually a school will send you all their saws at the beginning of the summer vacation to have them reconditioned for the Fall term. This gives you all Summer to get these saws out.

TOWNS 5,000 TO 25,000, OR RESIDENTIAL DISTRICTS IN LARGE CITIES

If your shop is located in the downtown business district of a large city you can get all the saw filing you require to keep busy. If you are located in the residential area of a large city, you will require a combination business similar to the business in a town of 5,000 to 25,000 population. Securing saw filing in a town of this size is very similar to the method suggested for a larger city, but in a smaller community you will be personally acquainted with a number of merchants operating grocery stores, butcher shops, drug stores, bowling alleys, clothing stores, etc. We suggest that you have business cards printed, and make a point of carrying these cards



Model 61 Foley Automatic Saw Filer sharpening a wood cutting band saw.

with you. If you drop in at a restaurant leave about a half dozen cards on the cashier's counter. The restaurant owner knows what his customers do for a living and he will be glad to give your business cards to those who use saws regularly.

After the first month or two, it is no problem to secure business for a repair shop. After you have done work for a hundred or two hundred people, their word-of-mouth advertising will take care of the steady growth of your business. The main thing is to do good work, give your customers service and quality workmanship for the money they pay you.

Sharpening Lawn Mowers

Lawn mower sharpening is a seasonal but a very profitable business. The main sharpening season is from April 1 to September 1. After you are established you can start sharpening lawn mowers about



This repair shop is located in a town of 12,000. The Proprietor employs three men to help him. He does saw filing, lawn mower sharpening, key making, magneto repair work, radio repair, and most anything else that comes into the shop.

March 1, because you will have a list of people who had their lawn mowers sharpened by you the previous year. Then about March 1 telephone them and suggest that they bring in their mowers for sharpening because you have more time to see that they get a perfect sharpening job early in the season. You will get plenty of lawn mower sharpening to keep you busy during March.

A winter storage and sharpening service is very profitable, because you can sharpen those mowers any time between October 15 and April 1. Keep an accurate record of the name, address, and telephone number of every customer for whom you sharpen a lawn mower. About October 15, when there isn't any more grass to cut, telephone your customers and tell them that you can pick up their mowers and store them for the winter; that you will

check for worn parts, thoroughly oil and grease, sharpen, and deliver at any date specified in the Spring. Call the customer's attention to the fact that he probably keeps his lawn mower in his basement or garage during the Winter and it gets quite rusty from exposure to excess moisture. Explain that he is taking years of good service out of the lawn mower by not having it greased thoroughly to prevent rusting during the winter months.

Customers will not pay an extra charge for storing their lawn mowers. They are glad to avail themselves of this free service, because they merely pay you the regular sharpening price. There is no work connected with greasing lawn mowers. Just make a tin-lined, wooden tank large enough to hold any lawn mower. Fill with drain oil, which you can secure free from almost any filling station. Dip the lawn mower into this tank of drain oil. After letting the excess oil drain off, the lawn mower is ready to store in the back room or any other convenient place in your shop. If business is a little slack for a day or two during the Winter, you can sharpen a few of your winter storage mowers, after which redip in oil so that the newly sharpened cutting edges won't rust.

Hand mowers are used mostly by home owners and around public buildings, such as the post office, the library, churches, schools, city hall, etc. Then, too, almost every farmer has a lawn mower to sharpen. If buildings have large plots of grass, power



All these lawn mowers show how successful Walt Winters is with the lawn mower sharpening side of his business. He also owns a Foley Filer, retoother, and setter now. Bottled gas sales add to his growing income.

mowers will also be used. The sharpening of power mowers is very profitable. Both power and hand mowers are used in all city parks and cemeteries, on golf courses and large estates.

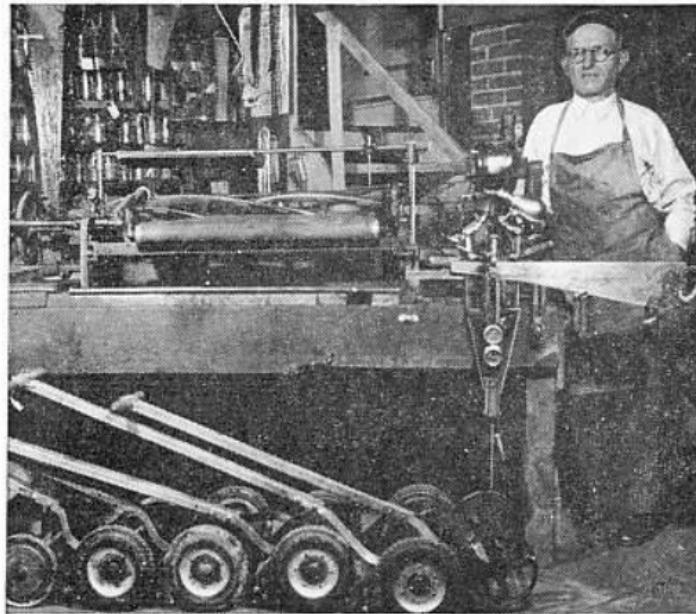
Money in Reconditioning Used Mowers

It is profitable to buy used mowers from junk dealers and hardware stores. Very often a hardware dealer offers a \$2.00 trade-in for your old mower when you buy a new one. Usually you can buy these trade-in lawn mowers for 75c each from the hardware dealer.

Reconditioning a second-hand mower is comparatively simple. If there are no broken parts, 90% of the trade-in lawn mowers require only the tightening up of nuts and bolts, and a thorough oiling with the usual sharpening. In the Spring, you can sell all the used mowers you have reconditioned at anywhere from \$4.00 to \$10.00 per mower. If the mower is an old type and pretty well worn, it will bring only \$4.00 or \$5.00. If you happen to pick up a good ball-bearing mower that sold originally for \$20.00 or \$25.00, you can get at least \$10.00 for it.

Key Making

Key making is a profitable side line in any repair shop that has a street location. To do a full-time key business you have to have a shop on the main



A. F. Jacobsmeier, in his repair shop located in the basement of his home. Mr. Jacobsmeier has devoted his entire time to repair work for the last fifteen years. It is a business he can continue as long as he wishes without age limit.

street of a fair sized city. The average general shop that does key work, in addition to saw filing and lawn mower sharpening, picks up anywhere from \$1.00 to \$3.00 a day worth of key business. Key blanks cost 5c each, and you get 35c (3 for \$1.00) for duplicating a key. About 80c or 85c out of every dollar you take in for key work is profit. It requires only a minute or two to duplicate a key. Anyone can learn how to duplicate keys in a few hours' time. Don't get the impression you can be a locksmith in a few hours' time; we have reference to duplicating a key when the customer has the original key. Locksmithing takes years to learn, but 90% of key work is duplication; the other 10% requires specialized knowledge. You can arrange with your key blank wholesale house to send them the work you can't handle, and they will allow you a handling commission. Practically all key blank wholesale houses maintain a service shop for their customers.

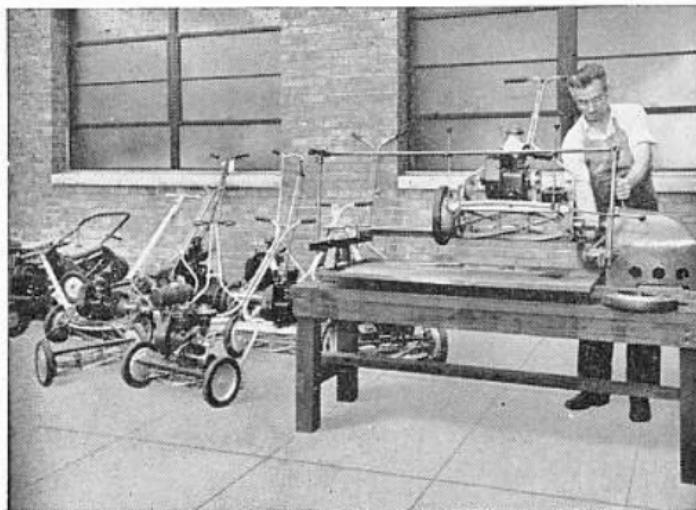


A mobile saw sharpening shop enables this user to sharpen saws wherever they are used. Construction foremen like this "on-the-job" service—another profitable way to use Foley saw filing equipment.

Books on locksmithing, from which you can gradually pick up the tricks of the trade, are available. Salesmen who sell key blanks usually are experienced locksmiths. When they call make a point of asking them questions. After a year or two you will be sending very little locksmithing to the wholesale house.

Frequently a man tells us he doesn't think there is any key business in a small town, because most people don't bother to lock their doors, which is true. But, remember, in many cases three or four members of a family drive the car. Someone is always losing automobile keys, so there is a steady volume of automobile key business.

Factories use a lot of keys because four or five different people have keys to the plant. Most factories have clothes lockers for their employees. This



Notice how simple it is to sharpen a lawn mower, even a power model, on the Model M-4 Foley Electrakeen sharpener. You need not remove the motor or make complicated adjustments.

means a key for every locker. Lodges, hotels, schools, and YMCA's need keys. Banks need safety deposit box keys. All the stores need keys, for usually the owner or one or two clerks have keys. You can get a steady key business the year 'round.

Knife and scissor grinding also is a profitable side line. Almost every home has several knives and a pair of scissors that need grinding. You can get this business by mentioning to your saw and lawn mower customers that you sharpen knives and scissors. Then, too, you can do tool sharpening, such as sharpening chisels, plane blades, axes, etc. A man can pick up an extra dollar a day of such sharpening in almost any shop, and a lot more than this in wooded areas.

TOWNS UNDER 5,000 POPULATION

A few months ago we talked with a man who lives in a community of 500 population. We made the statement that there would be no less than 3,000 saws that would require sharpening regularly in his trade area. He questioned this statement until we figured it out for him.

Every farmer has an average of three saws; some have five or six. Three saws per farmer would be a fair average. Ask your postmaster how many rural free delivery carriers operate out of his post office. The average R. F. D. carrier has 200 to 250 farmers on his route. Most small towns in good farming communities have from 800 to 1200 farmers on their rural routes, so 1000 farmers per town on R. F. D. routes is a fair average. This means that the farmers have 3,000 saws which need to be sharpened by someone every few months.

No one can get all the business in his trading area. Let us look at the picture very conservatively. Suppose you average only \$1.50 per year per farmer on saw sharpening; 50c per year per farmer for lawn mower sharpening; 25c per year per farmer on key-making; 25c per year per farmer for sharpening knives, scissors, axes, chisels, and other tools. This totals \$2.50 per year per farmer.

Farmers spend \$7.00 or \$8.00 a year for these services, but we are figuring conservatively, and are expecting to get only about one-third of the available business on the rural routes. One thousand farmers at \$2.50 per farmer means \$2,500.00 per year worth of saw filing, lawn mower sharpening, key-making, and knife and tool sharpening. Let's figure you average 50c per year per person from people living in town. In a town of 500 you will pick up about \$250.00 a year from the townspeople without figuring the work you can get from any industrial plants in your community, manual training departments of schools, newspapers, printers, etc.

Business from Near by Towns

You can secure saw filing from manual training departments of schools not only in your county but also in the adjoining counties. All you need do is send a circular letter to the schools a couple of times a year quoting your prices. Ask the schools to send a sample saw and you will recondition it without charge to demonstrate the type of work you do. A quality demonstration job will bring you more business than several hours of conversation.

Most towns have a weekly paper. You can get the newspaper business the same way you get the business from the schools. Send a circular letter



Here is another husband-wife team and their low-cost shop located right on their own property.

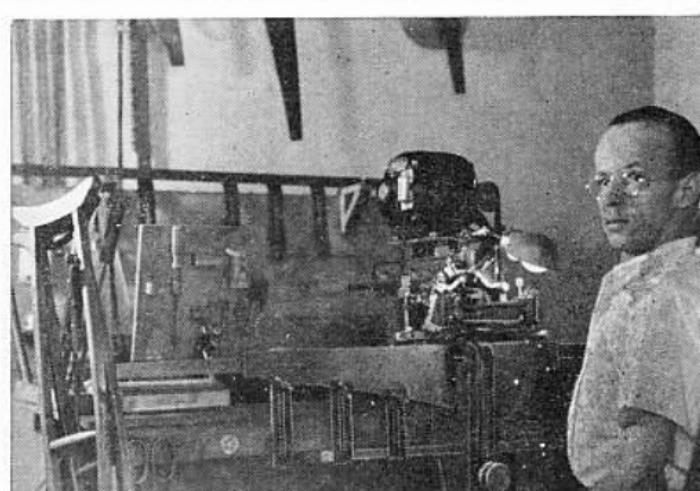
telling them you have modern equipment, that you do a perfect job, and if they will send a saw to you, you will recondition it without charge. After the sample saw is tested by the newspaper or printer you will receive three or four more saws because you can give them twenty-four hour service.

You are probably located within ten or fifteen miles of five or six towns, some of which have no repair shops. You can make arrangements with either a hardware dealer or a lumber yard in each town to act as your agent. Furnish them with signs, both exterior and interior, for their places of business, also with a "Before" and "After" saw similar to the one we mentioned earlier in this book. Allow them a 20% commission for picking up saws, lawn mowers, keys to duplicate, knives, scissors, and tools to sharpen. Call on each of your agents twice a week. If you pick up work on Monday morning, you can deliver the finished work on Thursday morning. Pick up the saws brought in Monday afternoon, Tuesday, and Wednesday when you call Thursday, and return the finished work on your next Monday call.

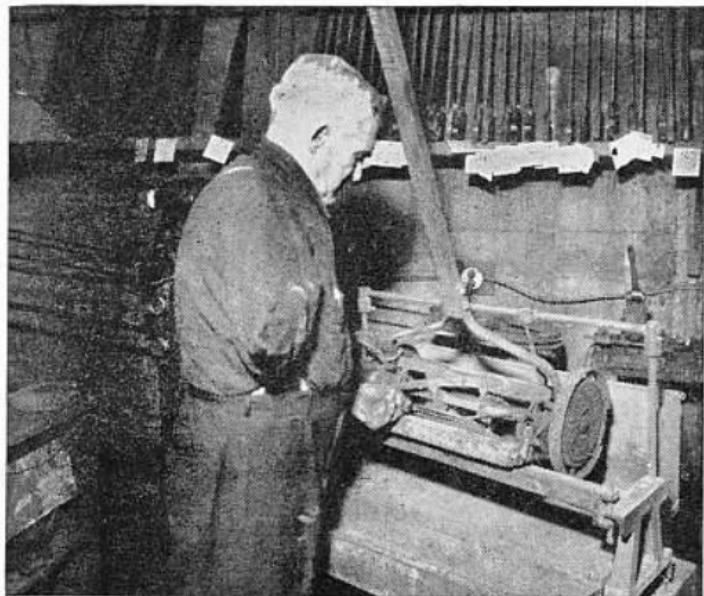
Figuring conservatively, you can do a business of \$2500.00 to \$2750.00 a year in a town of 500 located in a farming territory. After allowing for rent, electricity, files, emery wheels, and other incidentals, you should net about \$2200.00 a year or \$185.00 a month.

This report from Mr. F. P. Layne shows how far people will come for first-class service, and how many saws there really are available for sharpening, even in a small community:

"I purchased my Foley filing equipment with



Clarence Rowland is crippled and has to walk with two crutches. He operates his Foley Filer sitting in a chair. Customers bring in and call for their saws.



Will Gillespie had the misfortune of losing his right arm in a steel mill accident many years ago. With only his left hand he sharpens saws and lawn mowers on his Foley Equipment. He is one of our oldest customers. He bought his first Foley 27 years ago.

the idea of doing a part-time business of 200 to 300 saws per year. To my surprise I have sharpened over 1,500 saws these first twelve months. I get saws from farmers and from towns as much as 25 miles away."

COMBINE THE REPAIR SHOP WITH SOME OTHER BUSINESS

A small town gasoline filling station makes an ideal companion business to a general repair shop. Certain hours of the day a man is busy in a gasoline station; at times he has nothing to do for an hour or two. Usually there is enough room in the average filling station to install a saw filer, lawn mower sharpener, and key-making machine. A filling station operator has an opportunity to meet a good many people every day. If he has a sign on his station showing the type of repair work he does, his gasoline customers will bring in their repair work.

Operating a repair shop will also increase the gasoline sales. If you sharpen a few saws for a farmer and he mentions to his neighbor what a fine sharpening job he got at your filling station, his neighbor, who might be a customer of some other filling station, will drive in with some of his saws to be sharpened. He won't expect to have his saws sharpened while he waits but will drop back in a day or two to pick up the sharpened saws. This will give you an opportunity to visit with him



A Carpenter takes an expert look at his saw, which has just been sharpened by one of our users. The Foley makes every tooth of exactly the same size, height, and shape, giving you a smooth, fast cutting saw.

a couple of times and really get acquainted. After he starts bringing in saws and other repair work he will buy gasoline from you.

Another advantage of a combination business is that you will likely have enough business to justify hiring a man. With help a fellow isn't tied down every minute, and can take a day off occasionally.

A general repair shop can also be successfully combined with a cream-buying station. This is another business similar to a gasoline filling station, because you are very busy at certain hours of the day and have nothing to do at other times.

If you are located in a county that has recently completed an REA program, there is a splendid opportunity to combine a general repair shop with the sale of electric refrigerators, washing machines, vacuum cleaners, electrical appliances, electric stoves, etc. A general repair shop makes a good combination for such a business because it brings a large number of people into your store to have things repaired. By putting the repair shop in the back and the display room for the electrical appliances in the front of the store, you will have an opportunity of contacting many people who are interested in electrical items.

Another combination that works very well is a general repair shop and an auto accessory store. A town of 500 or 600 is generally too small to support an automobile accessory store, but when you com-

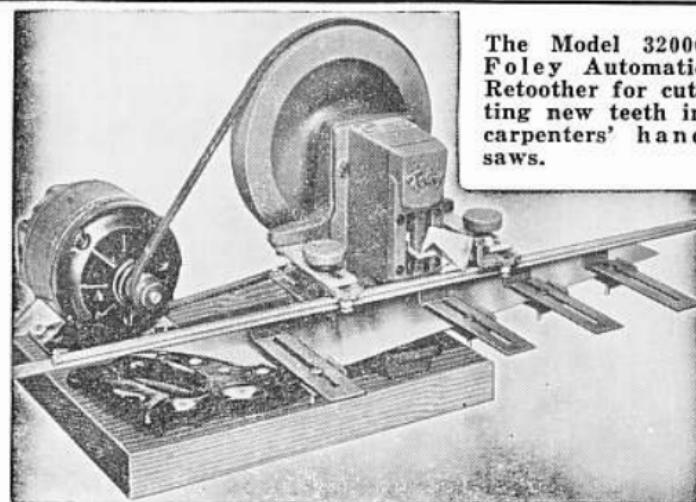
bine such a store with a general repair shop a man has enough volume to make a very comfortable living.

OTHER REPAIR SERVICES

There are other repair services that you can render your community which can materially increase your income. A man should check on the services being rendered by other people in his town and compare with his own experience for doing various types of repair work. If he has done welding, he can add welding to his service because farmers are always breaking some of their farm machinery. When a new part is not available, welding is the fastest and most satisfactory way of putting equipment back in operation.

Furniture Repairing Pays Well

If you have worked with woodworking machinery, either in a woodworking plant or as a hobby in your basement, you can do furniture repairing, make kitchen cabinets, and do other work of that sort. A man can also make wooden specialties in a repair shop, such as wooden decoy ducks used by hunters. A man located near a pole yard, that furnished wooden poles to the telephone and telegraph companies, railroads, etc., bought short ends 12" to 18" long that had been trimmed from the poles, for \$2.00 a load. This was the kindling wood price. With this woodworking machinery he shaped the telegraph pole ends into wooden ducks and painted them. Whenever he was caught up on his repair work he made decoy ducks. A couple of months in advance of the hunting season he would solicit orders from the hardware dealers within a radius of 25 or 30 miles of his shop. He said he could sell many more decoy ducks in two or three days than he could make in his spare time during the entire year.



Machine Shop Work

If you have had previous experience in a machine shop, there is always a demand for machine work. Farmers need new parts that aren't in stock, and it is a lot faster to have the local machine shop make the part than to send to the factory and wait two or three weeks for the part to arrive.

Magneto repairing is a profitable side line in connection with a general repair shop in a small community. Sewing machine and radio repairing are other specialties that a man can follow, provided he has had previous experience along those lines.

Suppose you haven't had any previous mechanical experience and you are wondering what additional work you can safely tackle. There are any number of things a man who is mechanically inclined can do. For instance, there is disc sharpening. Almost every farmer has a disc, and a disc harrow has at least twelve individual discs. The usual price for disc sharpening is 35c per disc. Even the shortest disc harrow is a \$4.00 job, and from that up to a \$10.00 job. A disc should be sharpened once a year, and in certain sections of the country twice a year. A disc sharpener can be purchased reasonably and if a man follows the manufacturer's operating instructions he won't have any trouble after he has sharpened a half dozen discs. Without previous experience you will be rather clumsy on the first disc, but with a few weeks' experience you will sharpen discs just as well and just as fast as the next fellow.

One of our users recutting a hand saw. The Foley Retoother puts a new set of teeth in any saw irrespective of condition in less than a minute. It removes the old teeth and punches in the new teeth in one operation.



PAUL H. ESTABROOK

FLORIDA SAW SERVICE



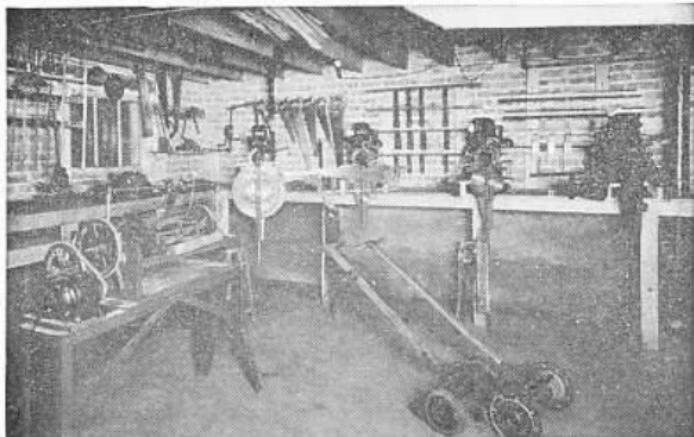
Paul H. Estabrook with an advertising saw that he made to use as a sign in his shop window.

Washing Machines, Vacuum Cleaners Need Service

Washing machines and vacuum cleaners also can be repaired if a man uses a little common sense. You can get complete parts lists from supply houses that carry all repair parts. You can secure from the various manufacturers instruction books for repairmen. Start out by taking in only a few vacuum cleaners and washing machines so you have time to figure out each job. Within a few months you can repair the popular makes without any trouble at all.

The repairing of electrical appliances, such as toasters, waffle irons, mangles, and electric irons is not very difficult. Get in touch with a wholesaler of electrical repair parts. He can furnish you with the wiring diagrams for the various appliances and will sell you new elements, new connections, new wires, etc. You don't have to invest a lot of money in parts. At the start about \$25.00 worth of parts is all you need for electrical appliances. You can add more repair parts as the necessity demands.

Bicycle repairing isn't complicated; it is just something you have to figure out. Salesmen who sell bicycles and bicycle repair parts know how bicycles are put together. Make a point of asking them questions. Ask them to spend an hour or two with you, teaching you things you do not understand.



I. H. Stillwell started sharpening saws and lawn mowers in his basement during spare time. Since 1932 he has been operating a full-time business.

TRAVELING SAW REPAIR SHOP

Some men desire to spend six months or a year traveling around the United States, but most of us aren't financially able to afford such a trip. Mr. James Washburn decided he wanted to see a little more of the United States, so he rigged up his Foley Saw Filer and Foley Retoother on a two-wheel trailer. His picture is shown on page 24.

Mr. Washburn's system was very simple. He stopped in towns of between 500 and 1500, introduced himself to the hardware dealer, and asked him for an old saw which he reconditioned without charge. He asked permission to park in front of the hardware store. As saw sharpening pertained to the hardware business, the hardware dealer readily granted him this privilege. He equipped his Foley Saw Filing Machine with a



Any man could be proud of owning his own shop, such as this neat business belonging to Mr. and Mrs. Joseph Petric.

little gasoline engine, and when it started to putt putt-putt it was only a few minutes until he had several people watching him sharpen the hardware dealer's saw. Before he had completed sharpening this saw, several merchants up and down the street would bring him saws to sharpen. His main idea was to attract the attention of the farmers, because farmers are the people who have the saws in the small towns. Farmers coming into town watched him do his work. He showed them samples of saws he had sharpened and gave them an opportunity to try out the saws on a few blocks of wood that he always carried with him, with the result that the farmers asked how long he would be in town. Mr. Washburn would tell them he expected to be in town for about two weeks, and this gave them an opportunity to bring in their saws the next time they came to town. He would remain in a town of 500 to 1500 population anywhere from ten days to three weeks and averaged about 25 saws a day.



Pleasant months of travel anywhere in America are enjoyed by Mr. and Mrs. Harry Baldwin in their mobile truck shop, and their house trailer is equipped with all the comforts of home.

If a man is interested in seeing the country he can easily make \$100.00 to \$150.00 in a small town and then drive several hundred miles, doing some sightseeing, hunting or fishing en route. When he gets short of cash he can choose another town and remain there a week or two. Some of our users have house trailers but Mr. Washburn preferred the small-town hotel, where he could usually get a room for \$5.00 or \$6.00 a week, and eat in the local restaurant. He played pool and bowled with the local boys. He always wore shirts which had "Automatic Saw Sharpening" lettered on the back. The result was that everyone in town knew he was the saw filing man. As Mr. Washburn was born and



James Washburn has his Foley equipment mounted on an open trailer. He feels that this is better for advertising because he always has people watching him work. Note that Mr. Washburn operates his Foley Filer with a small gasoline engine for power.

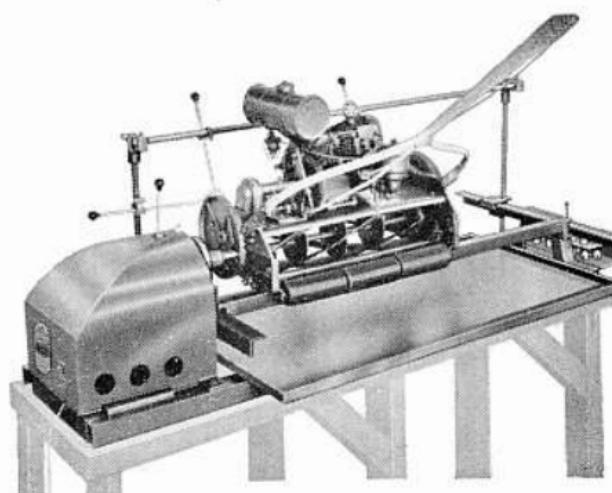
reared in South Dakota, he was a small-town boy and he felt right at home in the small towns. He was a good mixer and almost everyone in town would know him in a week's time.

Although Mr. Washburn made some long trips with his equipment, he could get all the saw filing he wanted within 25 or 30 miles of home. All he needed was a circuit of ten or twelve towns. He would return to those towns about every three months and keep busy for a week. Mr. Washburn could have stayed home and done a general repair business, but he preferred to do saw work. Anyone using Mr. Washburn's method can get all the saw sharpening he wants in almost any spot in the United States.

HOW TO SHARPEN SAWS AND LAWN MOWERS

It takes years to become a good saw filer when you do the work by hand. Hand filing cannot compare with the uniform, perfect saw filing done with a Foley Automatic Saw Filing Machine. It doesn't take years to learn how; most people can operate a Foley Automatic Saw Filer in a day or two. The Foley Manufacturing Co. furnishes a 56-page illustrated Instruction Manual giving step-by-step directions for sharpening hand saws, band saws, and circular saws.

Sharpening lawn mowers is just as simple. Complete easy-to-follow instructions accompany the Foley Lawn Mower Sharpener. If a man takes an old mower and follows those instructions, within a couple of hours he will understand the main principles of lawn mower sharpening. After he has



Model M-4 Foley Electrakeen Lawn Mower Sharpener.
This Model sharpens any reel type lawn mower,
either hand or power.

sharpened a half dozen or a dozen mowers, he can do the work perfectly and rapidly.

If you are mechanically inclined and want to have an independent business of your own, we don't know a more pleasant or more attractive business than operating a general repair shop.

Start with a Small Investment

A small investment for a saw filer will get you started (see back cover). Out of your profits you can purchase additional machinery, such as lawn mower sharpener, key-making machine, etc. Within a year or two you will have a nicely equipped shop with modern machinery, which will assure you of steady repeat business from satisfied customers.

GUARANTEE

All Foley Equipment is guaranteed to be sturdily constructed, of high-grade workmanship and material. If, within one year after purchase of any Foley Machine, any part should prove defective, we will replace that part free of charge.

SERVICE DEPARTMENT

We also guarantee to maintain a Free Service Department to assist all owners of Foley Equipment in building up a successful business. If you have any sharpening problems on which you would like help, you may write to our Service Manager, who is experienced in all types of repair work. He will be glad to be of any assistance, and to offer you helpful suggestions. This expert service is offered without charge to all users of Foley Equipment.

FOLEY MANUFACTURING CO.
3300 Fifth Street N.E., Minneapolis 18, Minn.

STARTING EQUIPMENT

for a profitable saw sharpening service



SAW FILER — The Model 61 Foley Automatic Saw Filer puts you in business. It is basic equipment for establishing a profitable saw repair service. The perfect work that it produces quickly builds steady repeat trade from satisfied customers.

RETOOTHER — A retoothing machine is helpful and should be considered as desirable saw shop equipment. It is easier and faster to punch new teeth into a badly worn saw than to restore the teeth by filing alone.

However, as so many Foley customers do, it is possible to start without a Retooth; the tooth cutting machine may be added later out of profits. A special feature of the Foley Filer is the Jointing Guide which automatically joints or evens the teeth as the filing progresses. It turns hopeless-looking saws into perfect ones, making all teeth the same height, size and shape.

SETTER — It is necessary to have some setting equipment because most saws need to be set, but the choice of Setters is pretty much a matter of personal preference. Tooth points may be set with a little hand tool such as carpenters use. A Setter of this type can be obtained at any hardware store for three or four dollars. In case you already have a hand-type setter in your tool box, there is no reason why you cannot continue to use it.

Greater speed and accuracy is provided by the Model 281 Foley Foot-Pedal Setter. It is about half again as fast as a hand setting tool. Faster still is the Foley Automatic Power Setter; it is recommended for shops desiring maximum speed and operating ease.

START NOW — Start small if you wish — the Foley Automatic Saw Filer alone will give you good spare-time earnings now. Then let these spare-time profits help you develop your own full-time depression-proof business for future security.